

To: AIDEA
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From: Clark Penney
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Date: 4/1/2019

Contract #: 19048

Month End Report 3/2019

Overall:

Some of this month was dedicated to the organization and structure of the NID team. While there is still some work to be done in this arena, substantial progress was made allowing for sustainable operations going forward. We are currently introducing the NID to other State of Alaska Departments and organizations around the State. This did not hamper the team's ability to continue moving forward and coming across new opportunities as well as expanding our contact base.

B2.2 General

- We came up with a schedule set of meeting for our internal team as well as those on the Advisory Board.
- Projects will now be distributed by Sectors with each Sector having an internal Advocate that oversees each project in their respective areas.
- Introductions and individual meetings with internal members
- First meeting with the Advisory Board

B2.3 New and Existing Industry Growth (highlights)

- Drone Project (possible manufacturing in AK)
- State of Alaska Land in Juneau
- Behavioral Health
- MTA Terrestrial Line
- Industrial Plant in Kenai

We are approaching the understanding of barriers from multiple angles.

- Current projects in the pipeline
- Recently failed projects
- Existing business owners across the State
- Meeting with organizations (i.e. AEDC)
- Research done Internally

B2.4 Marketing

We are developing and expanding:

- Website
- Materials for Regions/Communities
- Expo and Industry Events

B2.5 Finance

- AIDEA
 - o We are working closely with AIDEA to help fund potential opportunities
- Procurement
 - o Understand the aspects of State of Alaska owned assets
- Private Sector
 - o Introductions were made at CERA week to various VC interests

The Month Ahead:

Above and beyond the core focus of creating opportunities and jobs in the State of Alaska, some of the items we are looking for progress in the month ahead are:

- Schedule of events and travel for the upcoming FY
- Website
- Cloud based data save for internal team
- CRM system
- Expand Advisory Board
- Introduction to other State of Alaska Departments
 - o Useful tools in the various Departments